

EN ROUTE

| YUTONG NEWSLETTER |

ZHENGZHOU YUTONG BUS CO., LTD

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Yutong to embrace new opportunities under China's One-Belt One-Road Strategy

Yutong rolls out integrated solution program of electric city buses

Introduction of Yutong service in Middle East

Yutong signs a \$361 million deal with Venezuela



Zhengzhou Yutong Bus Co., Ltd.

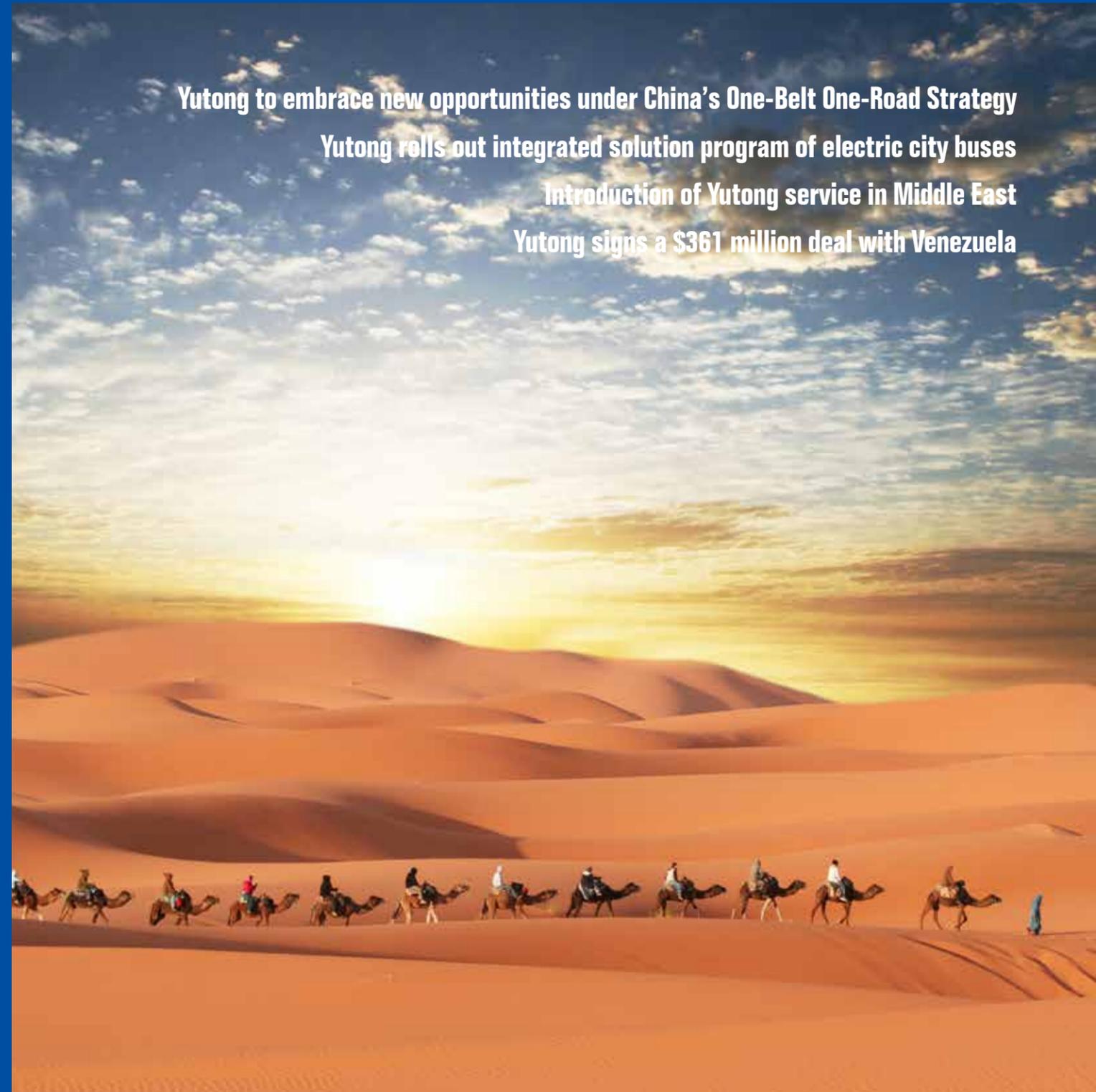
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PREFACE

Inherit the past, usher in the future



Hu Fengju
Director of International Business

Shouldering the historic responsibility of “becoming the world’s major bus and coach supplier”, we need to build the Yutong brand, explore the international market and create greater value for customers. The overseas market is changeable and complicated with fierce competition. Therefore, a market strategy of “mainly rely on ourselves and employ positional warfare” has been defined to manage the channels, control the end users and grasp the value chain. When we enter into an overseas market, we shall explore and consolidate the market with a “farming way” instead of a “hunting way”. Key markets, medium and high-end markets, new markets ... multiple-level market classification has reflected Yutong’s thinking and

exploration. Exploring different markets with different ways showcases our collective wisdom and confidence.

The strategy guides the action and the action makes the achievements. Under the guidance of “mainly rely on ourselves and employ positional warfare” market strategy and through forging ahead and overcoming difficulties, we have made considerable progress: the sales channels are enlarging, the coverage of overseas markets are expanding and the market structure is becoming more scientific. Subsidiaries, spare parts warehouses and service stations are booming all over the world, becoming the gateway in exploring the overseas markets and extending the Yutong brand and philosophy to customers from around the world.

The “mainly rely on ourselves and employ positional warfare” market strategy shall be further unswervingly implemented. The replication and promotion of “Cuban Mode” is about to further boost the key markets to become the major contributor to the overseas markets while the KD business mode will become a new economic growth area. The transformation of customer management mode from “task-orientation” to “demand-orientation” will allow us to grasp the market all the time.

Inheriting the past and ushering in the future, the Chinese economy is stepping into the “New Normal”. The One-Belt One-Road strategy is applying from the concept phase to project phase, among which the challenges and opportunities coexist. As the saying goes “Opportunities favor those who are prepared”. I sincerely hope that all of us will be well prepared to seize the opportunity, overcome obstacles and usher in the future!

A handwritten signature in black ink, consisting of the Chinese characters 胡峰举 (Hu Fengju).

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German Bundestag passes Electromobility Act

On 5 March 2015, the Bundestag (Parliament) adopted the Electromobility Act, which aims to promote electromobility by special rights for electric cars. Apart from electric cars, certain hybrid cars and fuel cell powered vehicles also benefit.

Privileges can be granted for

- Parking on public roads;
- Using public roads bus lanes;
- Exemptions for areas with limited access for cars.

The application of the law shall be limited in time to 30 June 2030. On 1 January 2015, only 18,948 electric cars were registered in Germany.



€550 million EU funding available for transport and energy research



As part of EU's Innovation and Network Executive Agency (INEA), Horizon 2020 project would invest 550 million euros into the field of transport and energy research.

Horizon 2020 is the biggest EU research and innovation programme yet, one of the biggest publicly funded programme worldwide and has a budget of nearly €80 billion available over 7 years (2014 to 2020).

Among the five projects, two are in the field of mobility for growth, two in the field of competitive low carbon energy, and the last in the field of smart cities and communities.

The funding for the 5 projects differs, among which is from €21 million available for international cooperation in aeronautics with China, Japan and Canada to €190 million

funding open for electricity and sustainable bioenergy. €190 million funding is open for research proposals on the market uptake of existing and emerging renewable electricity and sustainable bioenergy, heating and cooling technologies, innovation and technologies for the deployment of meshed off-shore grids, transmission grid and wholesale market and large scale energy storage. Funding is also available for joint demonstration and validation of innovative energy solutions, as well as for the deployment of a common framework for measuring the energy and environmental efficiency of the ICT sector.

Applicants have to submit their proposal electronically. The commission will evaluate the proposals by stages from mid-term of 2015, and the final results will be announced by December 2015.

Dubai's first electric bus to hit the road



The Roads and Transport Authority (RTA) of Dubai will bring in the first electric bus and the bus will be on trial from March 15.

The Liberty Automobiles is responsible to operate and maintain the bus during the trial phase.

The RTA signed a 9-month contract with Liberty Automobiles. During the trial phase, Liberty Automobiles will bear all the vehicle operating costs, so as to evaluate

the vehicle and operational costs and the efficiency of the vehicle.

RTA expressed that though the initial cost for purchasing the electric bus is high, the maintenance fee is just 20% of the traditional bus.

Currently, RTA is in discussion with two other firms to operate more electric buses.

Jordan wants to boost electric-car adoption, solar charging to come

Jordan may soon join the list of countries that heavily promote electric cars.

Located between Israel and Saudi Arabia, Jordan isn't generally thought of in connection with electric cars, but its government hopes to change that with a combination of incentives and infrastructure buildup.

The country will waive import tariffs in electric cars, which would normally double their price and spend \$120 million to install a network of solar-powered charging stations.

The plan is for 3,000 charging stations to blanket the country, with the first 11 already set to be installed in the capital of Amman. The first stations will likely be located at shopping malls, tourist destinations and public parking lots. Some of the charging stations will have solar canopies, while others will get their energy from offsite solar farms.

The Jordanian government views the promotion of electric cars as a sensible economic policy. Electricity is about 25 percent the cost of gasoline as a fuel in Jordan. The country imports 95 percent of its energy, but on the other hand, it does have abundant sun.



Singapore will usher in Euro VI emission standard from January 2018

The National Environment Agency (NEA) announced recently that The Euro VI emission standard for new diesel vehicles is set to come into force in Singapore from 1 January 2018.

The Euro VI is the latest vehicular emission standard set by the European Union (EU), which is more stringent in the emission of nitrogen oxides (NOx) and fine particulate matter (PM2.5). Currently, the standard for diesel vehicles in Singapore is Euro V.

The National Environment Agency (NEA) has been

consulting the automotive industry since early 2014 on the new standard and the automobile companies need sufficient lead time to develop the technology to meet the emission requirements.

Additionally, NEA will accept diesel vehicles that meet Japanese emission standard (JPN 2009 and Post-Post New Long-Term (PPNLT) emission regulations for light and heavy duty diesel vehicles respectively) as meeting the Euro VI standard, provided that their Particulate Number (PN) emission can meet the Euro VI limit.



42 African countries agree to endorse a sustainable transport framework



The Africa Sustainable Transport Forum (ASTF) held its 1st Ministerial and Experts Conference on 28 to 30 October 2014 at the UN Headquarters in Nairobi, Kenya. 42 African countries have agreed to endorse a sustainability plan for transport to promote the establishment of transport framework with low-pollution, low-energy consumption and environment-friendly model.

According to the plan, African countries would promote low-emission vehicles, encourage the development of high quality public bus and increase the investment in clean energy. Through these policies, the African countries would improve the transportation so as to reduce the greenhouse gas emission.

In attendance was also UN Secretary-General Ban Ki-moon. "Your commitment to develop and maintain reliable, modern, sustainable and affordable infrastructure in both rural and urban areas is in line with the emerging African Agenda 2063 and the associated Common African Position on the post-2015 development agenda," said Mr. Ban. ASTF is held jointly by UNEP, World Bank and UN-Habitat, and aims at establishing a high level dialogue platform and promote green, environment-friendly and sustainable transport in African continent.

Before then, Asia and Latin America have their own sustainable transport forum.

Yutong Bus releases output and sales data of Apr. 2015

	Apr. 2015(unit)	Jan-Apr.2015(unit)
Output	4,147	14,969
Large Bus	1,558	5740
Medium Bus	1,932	6,907
Light Bus	657	2,322
Sales	3,851	14,330
Large Bus	1,387	5,458
Medium Bus	1,905	6,616
Light Bus	559	2,256

Note: This table shows the express data, the final report is subject to the company's regular report.

From the above table we can see, 3,851 buses and coaches were delivered in April. From January to April, the accumulated sales volume reached 14,330 units.



ZK6908H

DEFINE INDUSTRIAL STANDARD WITH QUALITY

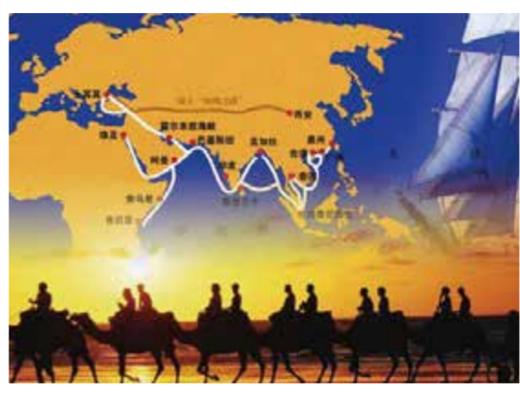
ENHANCED SAFETY, OPTIMIZED PERFORMANCE

Full metal body with high-strength steel structure features better anti-collision ability. Yutong electrocoating technique provides the vehicle with excellent anti-corrosion performance. Streamlined design of front and rear walls, reinforced chassis and sophisticated bus model ensure the reliability of the vehicle.

ZHENGZHOU YUTONG BUS CO., LTD.

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Yutong to embrace new opportunities under China's One-Belt One-Road Strategy



China's economy has been well positioned to embrace new development opportunities since China's president Xi Jinping initiated One-Belt One-Road Strategy in 2013. By reviving the ancient Silk Road and actively developing the economies along the route, the strategy is expected to usher a new era of development by integrating regional economies, internationalizing Chinese currency, boosting regional energy cooperation, deepening trade and investment, and upgrading traffic infrastructure.

China's bus industry has been growing robustly in the overseas market. Despite the global financial crisis in 2008 and its various impacts on the auto industry, China's bus makers still managed to maintain a fast growing pace abroad. Yutong, in particular, has been ranking the top place in the world, boasting the largest sales volume among its counterparts across the globe. Step by step, China's bus industry is narrowing the gap with the world's leading bus makers. Now, Chinese bus makers are undoubtedly a formidable force in many countries and regions across the world.

Guided by China's One-Belt One-Road strategy, China is now well positioned to further integrate into the global economy. Well aware of the new business opportunities, China's bus makers must now take various active measures to further integrate in the world economy.

Yutong has created an overseas expansion miracle for the past decade by introducing "Cuba Mode", which puts top priority on comprehensive building of its overseas market. Since its first batch of export to Cuba in 2005, Yutong's bus fleet in the nation has gradually grown to 4,500 units nowadays, accounting for over 90% of Cuba's bus imports. Thanks to Yutong's comprehensive after-sales services and timely technical supports, the brand has quickly strengthened its presence in the local market. Now, Yutong brand is well recognized in Cuba. More encouragingly, the entry and expansion of Yutong in Cuban market has provided precious experience for China's bus makers.

Nowadays, China is the world's largest bus manufacturing base. Still, Chinese bus makers are sparing no efforts to innovate and upgrade their technologies in an effort to transform the industry from "Made in China" to "Innovated in China".



Currently, the ABS, ASR, ECP, CAN, monocoque body structure technologies are widely used across the industry. What's more, the new energy vehicles, telematics and industrial 4.0 manufacturing concept are becoming increasingly popular. Furthermore, China's bus makers have been constantly introducing and digesting state-of-art technologies from abroad.

On the basis of a mature and well developed land and marine traffic system, the deepening of economic ties among the countries and regions along the new silk roads both on land and seas is inevitable. Blessed by the One-Belt One Road strategy, the expansion of China's bus industry in the overseas market is now the "New Normal", which is well anticipated by all parties involved.



After nearly a decade of efforts, Yutong has successfully led the development and growth of school bus market in China. In addition, through keeping pace with the world's leading technologies and manufacturing processes, Yutong is gradually exploring the overseas school bus market and is expected to witness new bright prospect in the future. It is learned that Yutong's two new school bus models, namely ZK6908H and ZK6118HGA will be launched in the Middle East market.

Yutong, leader of Chinese bus brands and promoter of school bus development

As the No.1 bus brand in China, Yutong's sales volume has ranked first in China's bus industry for successive ten years. Meanwhile, as the leader of Chinese school buses, Yutong began its development of special school buses and solutions of pupils' traffic safety early in 2005.



2005



Yutong began to develop the school bus products and solutions of pupils' transport safety.

2007



The first concept school bus in China, the "Sunshine Bus", made its debut at Shanghai Auto Show.

2008



Yutong launched the first "long-nose" front-engine school bus in China's bus industry.

2010



Yutong was involved in the draft of the first national standard of Safety Technique Specifications of Special School Buses. Yutong ZK6662DXA9 was granted the Grand BAAV Safety Award 2010.

2011



Tang Yuxiang, president of Yutong Group, and ten other NPC deputies jointly submitted the proposal of Suggestions on Vigorously Promoting the Use of Special School Buses.



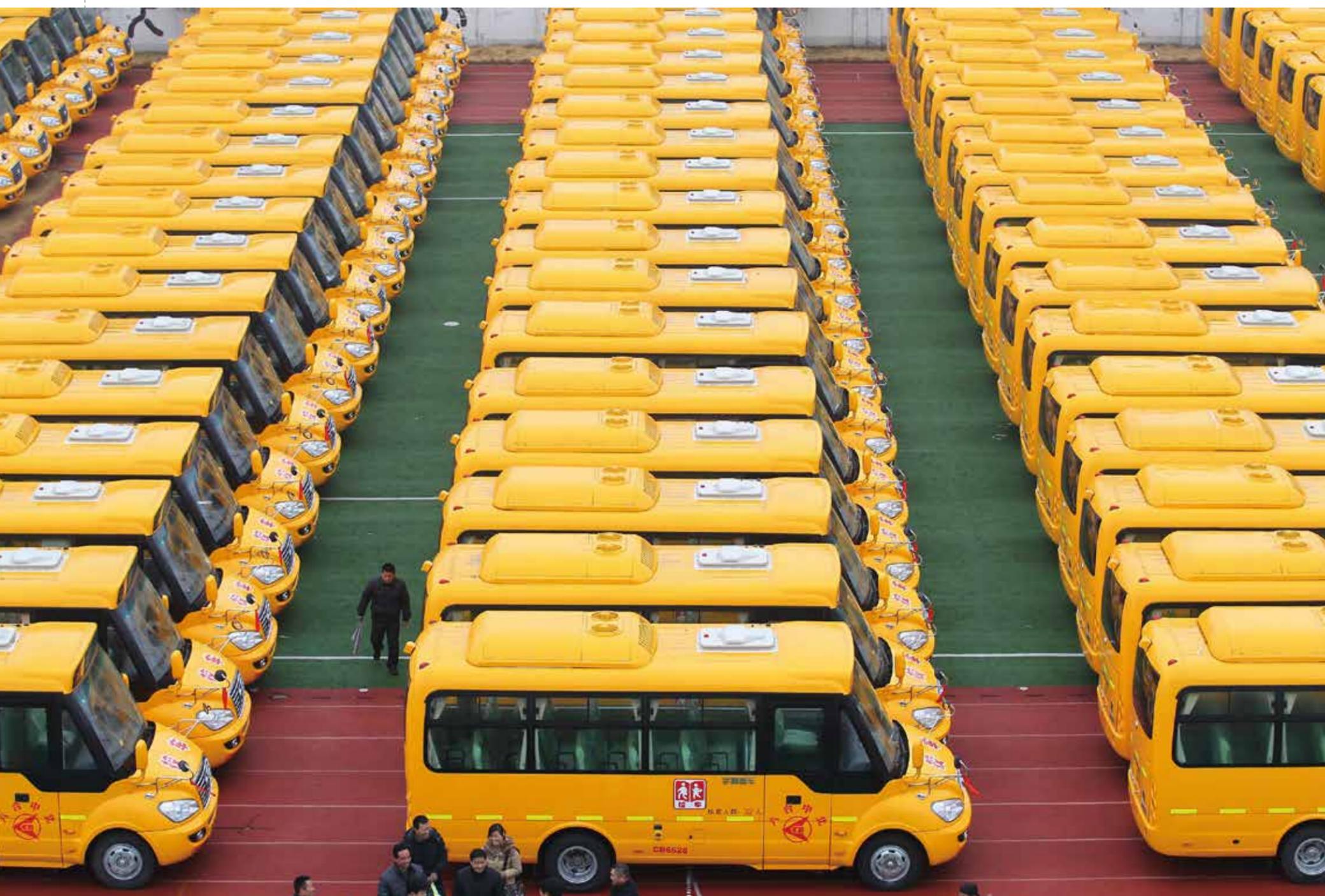
Protector of school bus safety and drafter of industrial standard

As an expert of Chinese school buses, Yutong attached great importance to the safety issue of Chinese school buses. The professional and safe products are the primary guarantee of school bus safety. As a pioneer of school buses, Yutong is one of the key drafters of the national standard GB24407-2009 Safety Technique Specifications of Special School Buses, a main player of the revise of national standards on bus chapter and a main drafter for four compulsory national standards on school buses. With the positioning of producing high-end and professional special school buses, Yutong has become the representative of Chinese special school buses. ⇨⇨⇨

World's leading equipments and optimizing manufacturing technique

Yutong owns the first post-doctoral workstation, state-level technical center, the first academician workstation and the first state-level experiment center in China's bus industry, as well as the advanced technology, internationally leading production and test equipments, like the largest electrocoating lines, CATIA engineering, CAE framework stress analysis, chassis assembly line, road simulation test rig for whole vehicles, etc.

Yutong successfully conducted the first crash test of school bus seats in China, creating a precedent in the industry. The unique safety design of Yutong school buses enables one single seat to absorb energy of over 316J. And the displacement is no more than 254mm, higher than other school buses of the same kind, ensuring the survival space to the maximum and reducing the possibility of second-time injury.



Comprehensive solutions to school bus safety

a. "Full process and full protection" safety system

The professional and safe products are the guarantee of school bus safety. As a pioneer of school buses, Yutong has been involved in the draft of a number of school bus standards. It also has the "Full process and full protection" safety system in a bid to guarantee the safety of school buses.

b. Solutions to safety management

Yutong is not only involved in the draft of school bus standards and production of special school buses, but also committed to exploring the operation mode of special school buses. The school bus management system based on the telematics, the on-board multimedia system, GPS and safety monitoring system can supervise the situation of vehicles in the whole route and achieve the safety management of school bus operation.

c. Anxin school bus management system

The school bus management system based on the telematics, the on-board multimedia system, GPS and safety monitoring system can supervise the situation of vehicles in the whole route and achieve the safety management of school bus operation. For instance, Anxin system can automatic register the get on and off time of pupils, pupils' ID and number of pupils, upload the records to the management center for check, thus ensuring the safe commuting of pupils. This system was granted the BAAV School Bus Telematics Award 2012.

The quality service guarantees the smooth operation of school buses. As the leading band of Chinese school buses, Yutong's overseas service network has covered over 30 countries and regions and the overseas service team appeared in over 20 countries and regions. Six overseas warehouses have been set up and the overseas regional training centers are also available.

Over the years, Yutong has actively been involved in various in-depth research of school buses in China, and is dedicated to the application and promotion of school bus safety. It has undoubtedly become the pioneer and promoter for the development of Chinese school buses.

Yutong rolls out integrated solution program of electric city buses



A promotion of Yutong's integrated solution program of electric city buses was held in Zhengzhou on Apr. 17, 2015. Zhu Guanghai, deputy director of National Research Center on Electronic Control & Safety Engineering Technology of Electric Buses, and deputy director of New Energy Technology Dept. of Yutong Bus, demonstrated the high reliability and safety standards of Yutong electric buses through substantial data.

Equipped with annular frame member structure, Yutong electric buses are less prone to deformation after collision. With high anti-rollover safety standards, Yutong E7 has upped its rollover angle to 45 degrees, way above the 28 degrees, the national standard set by the government. In addition, Yutong electric bus has reached IP67 in its protection level and is able to wade in a water level, which is higher than that of the conventional buses. The bus maker also provides five-year warranty and eight-year extended warranty for the batteries of its electric vehicles. Moreover, its battery can still store no less than 70% of energy after recharging and discharging for 4,000 times.

According to the customers' specific demands, Yutong is able to provide a variety of electric buses which boast a continuous driving mileage from 100 kilometers to 400 kilometers. Suitable for running on all normal road conditions, Yutong electric buses have a whole range of power driveline available. It only takes 8.22 seconds for Yutong E7 to reach a speed of 50 kilometers per hour from a standstill. The vehicle also has no problem at all for running up a slope with 20% gradient. According to Zhu Guanghai, the data above have already indicated that Yutong electric buses have reached maturity for all-out marketization.

Apart from its high safety standards and high reliability, Yutong electric buses also achieve high customer satisfaction in terms of its operating costs. Foshan Xinxieli Automobile Transportation Company has 30 units of Yutong electric buses in operation. Measuring eight-meters in length, the bus helps Xinxieli cut operating costs by 0.58 RMB per kilometer.



In an effort to fully solve customers' concerns, Yutong thus comes up with an integrated electric bus operation solution, which includes four independent programs, namely E-products, Easy Compatibility, Eased Services and Efficient Financing Plans.

E-products put emphasis on technological level. With convincing data and high standards, the buses deliver highly impressive performances which drive away customers' concerns for the safety and reliability of electric buses. Easy Compatibility solves the challenges of energy recharging faced by many electric buses at current stage. Yutong electric buses can freely choose to be recharged in the slow manner, quick manner or battery replacement. In addition, the bus maker also helps its customers build recharging stations. Eased Services, such as five-year warranty and eight-year extended warranty of the vehicles' key spare parts, fully demonstrate the company's commitment to providing its customers with unparalleled services. The bus maker also promises to deliver the key spare parts within one day. What's more, Yutong also offers all possible assistances to its customers for applying for government subsidies. Yutong's Efficient Financing Plans greatly helps those customers in short of cash and thus speeds up the application of electric buses.



Yutong Serves NPC and CPPCC for 11 Consecutive Years



On March 3, 2015, the 2015 NPC and CPPCC kicked off in Beijing. Along with Yutong's service highly recognized by majority of delegates, the number of Yutong serving buses has increased steadily year by year, from 2010 to 2015, with the number rising from 36 to 78 units. During the two sessions, Yutong has delivered high-quality service, ensuring the smooth transport for delegates.



According to Li Zhengqing, Beijing-Tianjin-Hebei Region Service Manager from Yutong, 78 units of buses make Yutong the largest bus fleet ever serving the "Two Sessions". Among the 78 units of buses, 58 are put into official use while the remaining 20 are used as backups for emergencies. The bus models include 18 units ZK6122H, 18 units ZK6908H, 16 units ZK6127H and 6 units ZK6120241 respectively.

"NPC and CPPCC delegates have all spoken highly of Yutong buses on the clean and organized interior layout and considerate service. This year we also add WiFi on-board so delegates can easily surf the internet." The upgraded service and experience makes Yutong an impressive scenery along the road during the "Two Sessions".

In addition, this year Yutong has to inspect the vehicles one unit by another and the inspection staff needs to sign for response. Yutong has also arranged two to three staff on each service location in case of emergencies.

According to sources, this year marks the eleventh consecutive year for Yutong to serve NPC and CPPCC.

Along with Yutong's service highly recognized by majority of delegates, the number of Yutong serving buses has increased steadily year by year, especially from 2010 to 2014, with the number rising from 36 to 44, 50, 54 and 55 units. In this year's event, Yutong will continue to hold its commitment for a fault-free service for the national NPC and CPPCC.

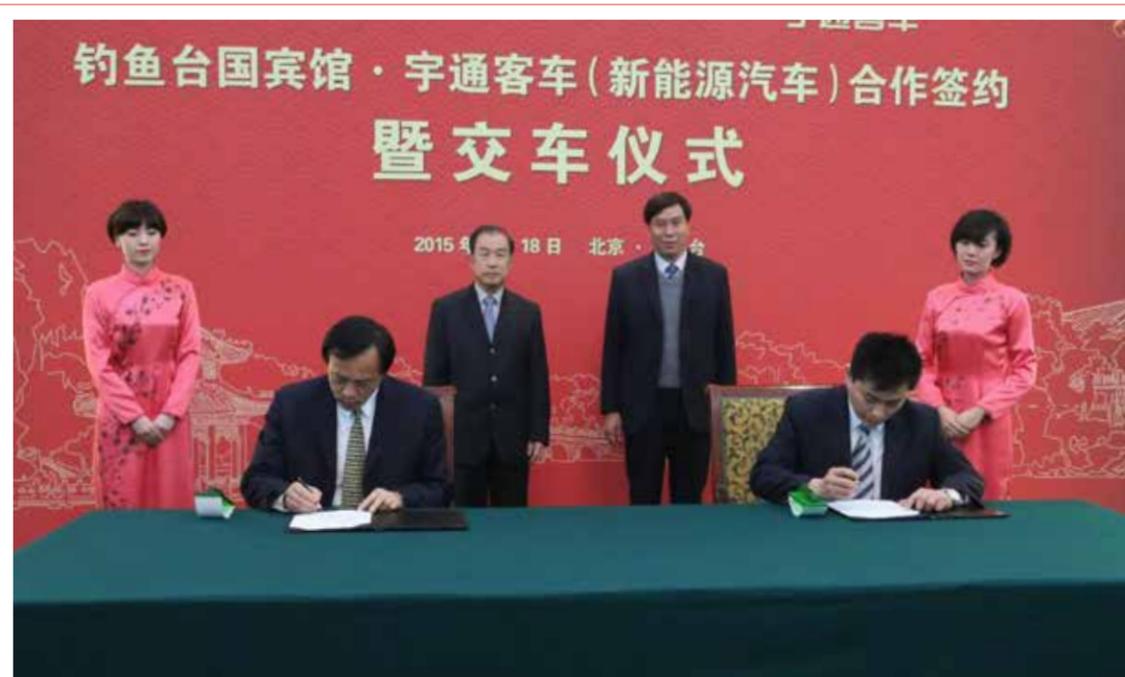




Yutong full electric bus E7 delivered to State Guest House

On Mar. 18, 2015, two units of Yutong E7 full electric buses were officially delivered to Diaoyutai State Guest House in Beijing. According to sources, China Development Forum 2015 Summit organized by State Council Development &

Research Center will be held here three days later. Yutong E7 electric buses are designated to serve all distinguished guests from all over the world.



In 2014 when President Xi Jinping was visiting Shanghai, he made the remark that developing new energy vehicles is the inevitable way for transforming China from a big vehicle production country to a competitive vehicle manufacturing country. In addition, Premier Li Keqiang also conducted several field researches on the promotion and popularization of new energy vehicles.

According to the person-in-charge from Yutong, the E7 electric bus is a vehicle model newly developed by Yutong R&D team after three years hard work. It has successfully solved a number of pressing problems for the spread of electric vehicles, such as cutting their operating costs, adding more stations for recharging and improving their reliability.

Adopting highly integrated modular structure and ReCtrl technology, E7 cuts the number of spare parts of the vehicle by 57%. With more compact structure and higher reliability, it helps operators cut maintenance costs significantly. What's more, the vehicle consumes 0.3 kilowatt of electricity per kilometer, about 0.3 RMB in terms of operating costs, which is way below an ordinary gas/oil powered vehicle. With even higher power efficiency than a gas-fueled taxi, it is five times stronger than a taxi. More importantly, Yutong E7 bus has entirely freed itself from the geographic restrictions caused by the limited number of recharging stations and realized a trouble-free in-time recharging solution. It can be fully recharged in one hour by 380V voltage power outlet or in six to eight hours by normal 220V voltage power outlet.

Since its debut in 2014, Yutong E7 has won increasing popularity among its customers. A total number of nearly 2,000 units are now in service across the nation, which is an impressive achievement for a new bus model.

According to Li Gaopeng, head of Yutong Institute for Bus Technology Research, the bus maker's now boasts well developed electric bus technologies. For example, annular frame member structure can stand strong collision without deformation; its vehicles enjoy high stability while in operation. The rollover angle of E7 reaches 45 degrees, way above the 28 degrees set by the national standard; its electric buses reach IP67 safety standard and are capable of running in deeper waters than normal buses; the company also provides five years quality guarantee and eight years extension quality guarantee for its batteries, which can still boast 70%-plus power storage after 5,000 times recharging; upon customers' request, the company is able to roll out electric buses with a continuous driving capability of 100 to 400 kilometers; its driveline can easily meet the normal road conditions; what's more, the bus maker has rolled out a number of customer-friendly solutions, such as easy vehicle spare parts configuration, easy service and financing plans.

The choice of Yutong E7 serving at Diaoyutai State Guest House fully demonstrates the new development stage for China's new energy vehicle industry. It also showcases the customer's recognition of the vehicle's reliability and performance.



30 units of Yutong E8 full electric buses adopt new fast recharging solution

For those electric bus operators, the cost of recharging is always their top concerns. Shunde Public Transport in Foshan, Guangdong recently introduced Yutong E8 electric buses with innovative fast-recharging solutions. To date, the energy efficient buses have been delivering impressively satisfactory performances to the local public and profits to the operator as well.

The secret of the new power recharging solution of Yutong E8 bus lies in cutting the electricity bill to the minimum by recharging the vehicle at night when the electricity rate is at its lowest.

As a private bus operator, Foshan Xinxieli Public Transport Co., Ltd. takes its profitability very seriously. In response to the governments' new requirements on urban public transport vehicles, Yutong came up with the brand new power recharging solutions which help bus get recharged quickly and save energy at the same time. In addition, the bus maker is also able to provide its customers with tailor-made products according to their specific operation conditions for electric buses. Currently, its advanced electric bus can drive 250 kilometers continuously in the day time after fully recharged at night, fully meeting the strict demands for urban transportation. Recharging the vehicle at night when electricity consumption is low also helps bus operators cut operating costs.



To ensure the profitability of bus operators, the vehicles to be operated must reach high reliability standards and are able to meet the high demands for regular duty operations. Yutong E8 is among the top quality vehicles which fully meet the stringent requirements for overall performances.

For electric buses, the quality of its batteries directly affects the overall quality standards of the vehicle. According to the bus maker, the motors, electric control system and other spare parts mounted on Yutong E8 have all reached IP67 Safety Standards. Moreover, featuring lighter weight, high safety standards and top services, the bus fully guarantees its profitability for its bus operator in Shunde.



Jointly developed by Yutong and Xinxieli, the new power recharging solution is a systematic project for the promotion of electric buses. After a comprehensive consideration of the vehicle's driving capability, energy consumption, overall performance, as well as urban road conditions and bus route distances, the new solution can best suit the needs of the local bus operator. The smooth operation of 30 units Yutong E8 buses once again demonstrates the bus maker's competitive strength in the new energy vehicle field.

Yutong secures top market share in school bus market in China in Feb.

According to the latest sales data, Yutong ranks top place in China's school bus market, with a whopping market share of 32.6%.

According to some media's analysis, small-sized school buses measuring 5-7 meters in length enjoy the largest demand, which poses a huge challenge for bus makers which are specialized in producing large- and medium-sized buses. However, Yutong has managed to succeed in this seemingly untamable market. How can it achieve this?

Yutong boasts a wide spectrum of bus products, which measure from 5.5 meters to 11 meters in length. Therefore, much more options are available for its customers. In addition, its small-sized school buses are agile enough to adapt to the complex road conditions in many rural areas across China. With low fuel consumption, its products help schools cut operating costs substantially. A driver with B-category driving license is also able to operate Yutong's small-sized school buses. Catering to the special demand for interior space in large cities, Yutong rolled out ZK6119DX and ZK6109DX with higher passenger loading capacities. Yutong ZK6119DX is a new product tailor made for the market in Guangzhou. With two seats on each side of the wider aisle, the bus provides more travel amenities.



As a pioneer in the school bus field, Yutong set up its School Bus R&D Team as early as 2005. The team has ever since been devoting itself to providing safe travel solutions for school kids. At Shanghai Bus Expo in 2007, the bus maker successfully launched its "Sunshine" school buses. In the next year, it introduced ZK6100DA. In 2012, its new generation school buses fully met the international standards, marking a new milestone in the company's internationalization. With constant innovation, the bus

maker has been successful to beat its rivals and strengthen its market presence.

On the back of its wide spectrum of products and its well-recognized brand image, Yutong has already realized scale production in the area of school buses. While sparing no efforts to boost its product quality, the company has cut its production costs significantly.



Construction of new service station in dubai completed

The construction of the new service station of AL Khoory company, Yutong's dealer in UAE, was completed successfully. The grand inauguration ceremony was held in Dubai on October 23, 2014, opening a new chapter of Yutong's service business in UAE.



Yutong began to develop the UAE market in 2003 and established cooperation relationship with Al Khoory company in 2004. UAE is also Yutong's first overseas market to set up distribution channels. Up to now, Yutong has totally delivered more than 200 buses in UAE covering 9 bus models and has over 40 major customers. In addition, Yutong set up a spare parts warehouse in Dubai in 2011 that can cover the whole Middle East and North Africa areas, strongly supporting the development of services and sales in the region.

From the second half of 2012, the dealer began to construct the new service station in the suburb area Ras Al Khor with an investment of \$7 million. After two years of construction, the service station was finally put into operation at the end of October.

On the morning of October 23, Mohamed Tayeb Mohd Yousuf Khoory, president of Al Khoory Group and board members attended the inauguration ceremony and visited the major facilities of the new service station in company with Nayyar Zadi, general manager of the company.



The new service station covers an area of about 9,000 square meters and has 4 repairing work stations, 1 panel beating station, 1 coating station, 1 cleaning station and 1 inspection pit as well as overhaul room of engines, paint-drying chamber, refrigerant filling machines, various maintenance facilities, benches and tools. In addition, there are reception room, customer lounge, staff lounge, training room, locker room and so on with full functions. It is a comprehensive service station that integrates maintenance, spare parts, training and storage together. After being put into operation, the service station is expected to have a capability of serving 6 and above buses per day which is two times that of the old service station.



At present, all aspects of the service station is keeping on track and the work is being carried out orderly. It is convinced that the operation of the new service station marks the new starting point of the service cooperation for both sides and will also bring the business cooperation to a new level.



Review of ZK6122H9 launch ceremony in Oman in 2014

Reviewing Yutong's overseas moves in 2014, the company has made steady and solid paces. Along with the deepening of Yutong's planning and construction in the Middle East market, the market performance of the company in the Middle East has become even more gratifying

The launch ceremony of Yutong ZK6122H9 bus was held in Muscat, capital city of Oman on March 8, 2014. A number of distinguished guests from PDO organization, ONTC, SULTAN and other tourism and rental companies were invited to the scene. In addition, local government officials, people from chamber of commerce and Chinese embassy were also present.

A number of local influential media such as TIMES OF OMAN, AL WATAN, OMAN DAILY, AZZAMN, WSHABIBA and so on have done some interviews on the site and covered the event.



The atmosphere of the launch ceremony was warm and friendly. After taking a close look at the Yutong new bus, the guests gave a high praise on it. Mr. Agarwal, CEO of Yutong's dealer MOOSA, spoke highly of Yutong's market performance in the local area and introduced the situation of MOOSA company. He also expressed the confidence to cooperate with Yutong. The counselor of Chinese Embassy in Oman also delivered a speech. He encouraged Chinese enterprises to go abroad and recognized Yutong's performance. Jacky Cui, GM of Yutong Middle East Division expressed that Yutong will further adhere to the customer orientation and create greater value for customers.

Through the comprehensive communication with guests from the local market, the event has not only promoted the advantages of the new bus model ZK6122H9, but also introduced Yutong's successful experience of school buses in China, laying a solid foundation for the fleet sales of school buses in the future. After the ceremony, some companies confirmed their procurement intent.

The successful holding of the new bus launch ceremony is closely related with the strong support from the local dealer and related departments of Yutong. The event enhanced Yutong's brand influence in the local bus market and helped the bus model ZK6122H9 to enter the market.



Yutong signs a \$361 million deal with Venezuela

During this year's NPC and CPPCC sessions, the government came up with "Made in China 2025" Initiative, which is aimed at transforming the nation from a huge manufacturing base to a strong manufacturing center in the world. As a representative of Chinese bus makers, Yutong recently successfully secured a deal worth 361 million USD, fully demonstrating its rising competitive strengths in the overseas markets.



On Apr. 2, Yutong officially signed a sales agreement for providing 2,300 units of buses in knocked down (KD) style to Fontur Corporation, which is attached to the Ministry of Land Transportation of the Bolivarian Republic of Venezuela. With a total value of 361 million USD (excluding value added tax), the first batch of 800 units of Yutong buses are expected to arrive in Venezuela this year and the rest 1,500 units will be delivered in 2016.



Since its entry in the South American nation, Yutong has witnessed steady growth in Venezuela in recent years.

In Nov. 2011



Yutong won a deal of 1.49 billion RMB from Venezuela.

In Sept. 2013



Yutong contracted a sales of 2,000 units buses with the public transportation system in Venezuela.

In July, 2014



Yutong signed a memorandum with Venezuela for providing 1,500 units buses as well as spare parts, tools, maintenance and intelligent public transport operation management systems.

In Apr. 2015



Yutong signed another contract of selling 2,300 units buses in KD style with a total value of 361 million USD.

Future



In July, 2014, Yutong, together with the Ministry of Industry and the Ministry of Land Transportation of Venezuela signed a framework agreement for jointly building bus manufacturing factories in the country. The move is a new milestone for the bus maker, signaling its upgrading from an exporter of products to an exporter of technologies. With its state-of-art bus manufacturing technologies, Yutong has not only gained new opportunities to reach a wider market in Venezuela, but also it has obtained higher visibility in its neighboring countries in Latin America.

Currently, Yutong boasts a formidable presence in the large and medium bus markets in a number of nations in Latin America. Take Cuba and Venezuela for example, it

has grown into one of the major bus suppliers in the local markets. According to sources, over 90% of the newly replaced buses in recent two years are branded with Yutong, indicating the predominant position of the bus brand.

Apart from its growing presence in Latin America, Yutong has also successfully made its way into over 120 countries and region in the Middle East, CIS, Asia-Pacific Region, Africa, Europe as well as USA. In 2014, the company maintained its leading position as China's largest bus exporter with its total export value reaching 730 million USD, which accounts for one third of China's total bus export revenue.

Nine Yutong buses delivered to ICA University in Peru

As a famous ancient Inca state, Peru is famous for its rich tourism resources and has become the preferred travel country of South America around the world. Therefore, the local transportation and tourism industries are deemed as an "engine" of its economy. As an important and strategic market of Yutong, the company started to enter the market early in 2007. At present, there are nearly 700 Yutong buses in the market.

Nine Yutong buses were officially handed over to Universidad Nacional "San Luis Gonzaga" de Ica (ICA University) on April 17, 2015, namely 8 units of ZK6720DF buses and 1 unit of ZK6136H. It deserves to be mentioned that the bus model ZK6136H is launched in the Peruvian market for the first time. It marks that Yutong will step into the long-distance passenger transportation market in Peru by means of this product.



On the afternoon of the handover, the leaders and students of the ICA University took the newly delivered buses to their old campus to attend the celebration. The charming appearance and comfortable riding environment of the vehicles have given the teachers and students a deep impression. Through the video played during their way to the campus, they learned that Yutong is the largest bus builder in the world and its products are favored by customers from around the world.



Yutong ZK6136H bus is mainly used for long-distance passenger transportation and tourism. Equipped with Cummins engine, ZF gearbox and Meritor axle, the reliability and durability of the whole vehicle is ensured. The interior with Latin American style, large toilet and exquisite detail design not only showcase the elegant style of Yutong buses, but also take the ergonomics into consideration. This bus model will be helpful for Yutong to effectively explore the long-distance passenger transportation market in Peru.

After years of hard work, Yutong's products and service outlets have covered Latin America, Africa, Asia and Europe, and the company is moving towards the goal of becoming the major bus and coach supplier in the world. During the process, the service plays a very important role. It is learned Yutong and its dealer will conduct one-week training to the servicemen and drivers of ICA University to ensure the proper maintenance and use of these buses.



Handover ceremony of Yutong buses held in Dominican Republic

Yutong signed a 22-unit contract with ASETRAN company, which is affiliated to the largest transport association CONATRA. This is also the largest purchasing order of buses for Dominican Republic in 2014. The handover ceremony of Yutong buses was held in Romana, Dominican Republic on March 25, 2015.

Nearly 200 people, including the local government officials, a number of national media, local key bus customers and the president of CONATRA were present at the ceremony. According to local custom, the ceremony started amid the sermons and blessings of local senior priest. The local government officials and the president of CONATRA delivered a speech respectively, expressing their good wishes for the operation of these new buses and recognizing the achievements Yutong made during the past years as well as its excellent product quality and quick service response.

This activity has laid a solid foundation for expanding Yutong's fame and will be helpful in exploring the market and promoting the sales of Yutong buses in the local area in the future.



Agradecemos a "Expreso Romana" por confiar en nuestra marca YUTONG al adquirir 22 Autobuses de nuestro nuevo modelo.

Operation of 32 Yutong buses starts in Malaysia

Just before the Chinese lunar new year, the operation launching ceremony of 32 Yutong buses was held in front of the office building of the customer, Malaysia on February 17, 2015 and celebrities from different sectors of the society were present at the ceremony.

In order to ensure the smooth handover of the vehicles and the successful conclusion of the ceremony, Yutong's team in Malaysia arranged two service people to check the vehicles in advance. They have dealt with problems timely and ensured that the delivered vehicles are in good shape.

During the ceremony, the Malaysian Minister of Transport cut the ribbon for the vehicles to be operated, and he also boarded the Yutong buses and conducted a test drive. The vehicles were also highly praised by the minister.



Yutong's main bus models for the Middle East area are ZK6122H9, ZK6119H2, ZK6908H, ZK6180HGC, ZK6128HGE, ZK6129HG, ZK6100NGA9, ZK6118HGA and so on. Five models of them are introduced in this issue.



ZK6122H

STRIKING APPEARANCE

Full rounded appearance is eye-catching. The large side windows expand your visual range and enable you fully enjoy sceneries along the way. Relaxing on ergonomic seats and surrounded by comfortable circumstance, your journey starts.



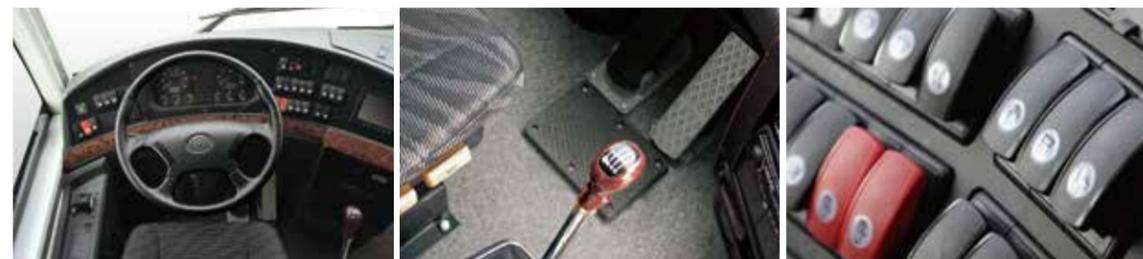
UPGRADED SPACE, SUPERIOR COMFORT

The passenger compartment has been upgraded to provide more space and comfort. Seats with comfortable foams and two-point safety belts ensure you the best in safety. Additionally, a one-button fresh air system offers a more comfortable ride for passengers with long journeys. The large internal space meets your various operational needs, creating more value for you and your passengers.



OPTIMIZED CONTROL AND OPERATION

Thoughtful dashboard design makes the control buttons easy to access. Three-dimension ergonomic research improves driver's visual capability. In addition, the imported high-precision and high-sensitivity instruments like dynamometer steering wheel, gyro, sensors for shifting force and pedaling force, etc. greatly reduce the driver's operating force. The self-developed axle system with disc brake will greatly enhance the braking deceleration and braking stability.



LUGGAGE COMPARTMENT

The newly upgraded super large run-through luggage compartment has a volume up to 12.5 cubic meters. Without increasing the dimensions of the whole vehicle, the interior space has been used to the maximum through optimizing the layout of seats, luggage rack and so on, ensuring your comfort and convenience.



ZK6118HGA

DEFINE A NEW LEVEL OF SAFETY WITH STRENGTH



STRINGENT MANUFACTURING PROCESS GUARANTEES THE SAFETY

With the Yutong electrocoating technique, the resistance to salt spray reaches above 1,000 hours and ensures 8-10 years of rust perforation resistance.

Crash test of the whole vehicle improves the reliability of the vehicle and greatly cuts down the maintenance costs.

High-strength steels higher than the average level of the industry and reinforced front & rear bumpers effectively reduce the injury caused by the deformation of the bus body amid an accident.



ENVIRONMENT-FRIENDLY INTERIORS BRING YOU COMFORT

Ergonomic driver seat decreases the driving fatigue

Accessible button layout

Environment-friendly and flame-retardant interiors

Large seat pitch

Industry-leading cooling system

Strong and stable cooling effect



Stable cooling effect



Comfortable seats



Simple and accurate control

ALL FOR THE CHILDREN

The stop arm will automatically stick out when the school bus stops to keep the vehicles behind being alerted.

The school bus warning lamp and safety door on the left side of the vehicle ensure the safety of schoolchildren in case of emergency.

Heightened side windows avoid the children to stick their heads out of the vehicle.

The large roof hatch facilitates the ventilation and also offers a survival option amid an accident.



SMALL SPARE PARTS PLAY A BIG ROLE

Yutong attaches great importance to the safety of school buses as well as design of details so as to provide comprehensive emergency response for schoolchildren.

Equipped with medical kits

Hammer at the driving area

Fire extinguishing apparatus in the engine compartment



ZK6908H

DEFINE INDUSTRIAL STANDARD WITH QUALITY



ENHANCED SAFETY, OPTIMIZED PERFORMANCE

Full metal body with high-strength steel structure features better anti-collision ability.

Yutong electrocoating technique provides the vehicle with excellent anti-corrosion performance.

Streamlined design of front and rear walls, reinforced chassis and sophisticated bus model ensure the reliability of the vehicle.



CONSIDERATE DESIGN

Streamlined headlights look simple and harmonious.

Split front windshield reduces the maintenance costs.

The bright yellow color of the body and stop arm provide schoolchildren with safety guarantee.

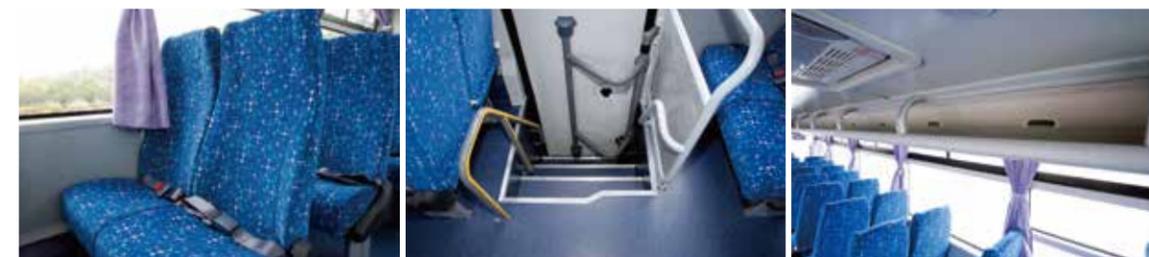


HIGH ATTENTION TO DETAILS

Double-row seats with seat belts ensure your safety; the internal luggage rack allows you to conveniently put your belongings.

Two service doors and wide aisle facilitate the boarding and alighting.

On-board air conditioner has strong cooling effect; lower-closed and upper-sliding side windows offer you more freedom for ventilation and temperature control.



CREATE GREATER VALUE FOR YOU

Sound technological management, superlative quality control and stringent experimental test.

Authoritative certification, efficient guarantee of spare parts and sound after-sales service.

Help you to reduce the operating costs to the maximum and improve your operating benefits through the superior quality and low failure rate of our products.

Yutong attaches great importance to the safety of school buses and design of details and provides thoughtful emergency measures, thus creating value with the safety.



ZK6119H2

DURABLE PROFIT-MAKING MACHINE



LUXURY HEADLAMP

Yutong is the first one in the industry to apply primer-free matting process on lamp housing. It also adopts dual high beam, automatically adjustable low beam and decorative LED, featuring luxury style and better illumination effect. In-built LED lights on rear lamps create an attractive visual effect in the night.



BLINDZONE-FREE REARVIEW MIRROR

The blindzone-free design of rearview mirrors with defrosting function enhances the driving safety.



MANUAL UP-LIFTING COMPARTMENT DOOR

New manual up-lifting compartment door facilitates passengers to get access to their luggage and is easy to be cleaned up.



ERGONOMIC INTERIORS BRING COMFORT

Comfort is also the productivity. Taking the "crystal" as the design inspiration, the nail-free interiors of Yutong ZK6119H2 with the light blue color bring you a spacious and clear feeling. The ergonomic designs and functions like storage case and one-button fresh air system provide drivers and passengers with more comfortable value.



ACCESSIBLE MANIPULATION

The easy manipulation helps drivers stay in a good condition and the convenience of repair and maintenance improves the maintenance efficiency. With broader visual field and more labor-saving operation, Yutong ZK6119H2 enables drivers to handle the vehicle easily and stay in a good state all the time. The inspection hole on the dashboard, CAN bus with fault visualization function and other designs greatly improve the repairing convenience and reduce the maintenance costs.





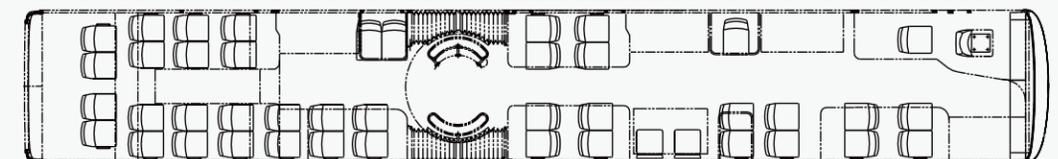
ZK6180HGC

18M LARGE-SIZED LUXURY CITY BUS

Efficient operation: brand new design of large internal space; rational interior arrangement increases the passenger capacity while ensuring the sufficient space for standing passengers; multiple service doors broaden the access possibilities for passengers and facilitate their boarding and alighting; the bus is deemed as “expert of safe intercity transportation”.

Comfortable & environment-friendly: the whole vehicle passed the industry’s professional certification of EU with Euro IV emissions standards; the integral body structure doesn’t cares about complicated ground conditions; the separation wall for men and women as well as movable staircase are specially designed for Iran; all seats and backrest are equipped with professional seat cushions and aluminum alloy handles so as to bring optimal riding experience to passengers.

Advanced configuration: adopt the industry’s most advanced electrocoating anti-corrosion technique with the highest degree of automation; the engine, gearbox and front & rear axles are all imported from Germany that boast reliable performances; the imported relays and sensors greatly improve the reliability and durability of the electrical system.



3,721
Middle East

10
Engineers

100
Service Outlets

Introduction of Yutong service in Middle East

Up to now, Yutong has delivered 3,721 buses and coaches to the Middle East, covering Saudi Arabia, Iran, Jordan, Iraq, Kuwait, the United Arab Emirates and other countries. There are 10 service engineers and nearly 100 service outlets in this area. In addition, Yutong also has a spare parts warehouse in Dubai. All these ensure the comprehensive service in the Middle East market.



Yutong's spare parts warehouse in Dubai



As a symbol that China's bus industry has entered into the international high-end market, Yutong's spare parts warehouse in Dubai has become the first regional warehouse set up in the Middle East area. Through the strategic layout in the Middle East area, Yutong has formed the strategic map that is gulf-centered and also benefits the surrounding areas throughout the Middle East and North African markets.

The subject of operation of Dubai spare parts warehouse is the Middle East Branch of Yutong company, which is fully owned by Yutong Group. In 2014, its annual turnover reached \$5,000,000 and covers the whole Middle East area and countries in the eastern and northern Africa.



Service Month Campaign held in Peru

In order to provide customers with better experience and let them know more about Yutong's relevant policies, Yutong and its service provider jointly worked out and confirmed the service month plan and related details. This activity was successfully completed in December 2014, enhancing the reputation of Yutong brand and playing a supporting role for the sales in the local market.

Under the joint efforts of the three parties, the service month campaign was successfully concluded. Through the service activity, the cooperation among the end users, service provider and Yutong has been further enhanced. Meanwhile, the activity also achieved good publicity effect and promoted Yutong's reputation and visibility.

On the site of the service month campaign, the customers and staff of the service provider were present at the event. The representative of Yutong delivered a speech. He expressed the gratitude to the service provider for its after-sales support and said Yutong will continue to provide support to them in terms of technical documents and spare parts reserve. In addition, Yutong will also help the technicians of the service provider to solve the problems of the vehicles and provide constructive suggestions for the optimization of vehicles to be delivered in the future.





• **Kent Chang**

- Vice GM of International Business Dept.
- Zhengzhou Yutong Bus Co., Ltd.

ON ROAD

On September 7, 2013, Chinese President Xi Jinping mentioned to jointly build "Silk Road Economic Belt" for the first time in Kazakhstan. One month later, Xi mentioned "21st Century Maritime Silk Road" for the first time in Indonesia. Since then, the One-Belt One-Road strategic concept was formed.

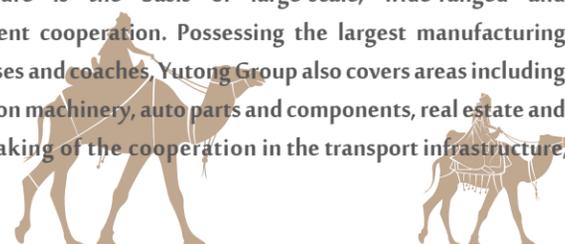
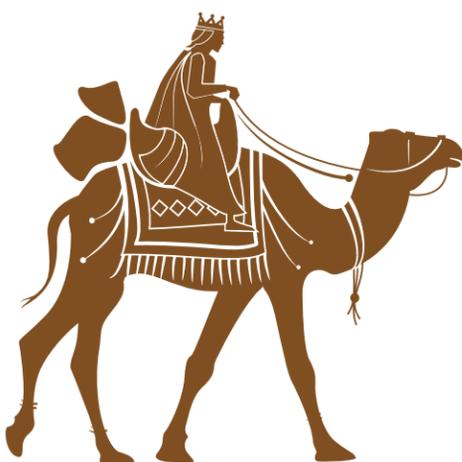
In 2015, Xi Jinping delivered a keynote speech in the opening ceremony of Boao Forum for Asia. He said that the construction of One-Belt One-Road is not intended to replace existing regional cooperation mechanisms and initiatives, but rather to promote the connection and advantage complementation of different countries along the Belt and Road based on the existing basis.

The resources of the countries along the Belt and Road vary from one to another which have great economic complementation and exist much space and potential for cooperation. Adhering to the principle of joint negotiation, sharing and joint construction, China has implemented a series of policies and measures to promote the pragmatic cooperation with countries along the Belt and Road, and has achieved initial results.

One-Belt One-Road Strategy is not an entity or mechanism, but rather ideas and initiatives of cooperation and development. Relying on the existing bilateral and multilateral mechanisms between China and the relevant countries, China will initiatively develop partnerships with countries along the Belt and Road so as to jointly build interest community, destiny community and responsibility community featuring politically mutual trust, economic integration and culture inclusiveness.

1. How is Yutong merging into the One-Belt One-Road Strategy?

As the saying goes "Build roads first if you wanna be rich." The infrastructure is the basis of large-scale, wide-ranged and high-efficient cooperation. Possessing the largest manufacturing base of buses and coaches, Yutong Group also covers areas including construction machinery, auto parts and components, real estate and so on. Speaking of the cooperation in the transport infrastructure,



Yutong, under the guidance of the national strategic framework, is obligated to conduct new cooperation with state governments, operators companies and other customers who have the intention in terms of urban transport planning, transport network upgrade, operating management system, KD cooperation, overseas warehousing, clean energy travel, construction machinery, auto parts & components and so on through an innovative international cooperation mode.

At the outset of this year, Yutong set up a work team of One-Belt One-Road Strategy headed by Hu Fengju, director of international business of Yutong Bus Company. Through our efforts, Yutong has reached a number of consensus with related departments and commissions of Chinese and Henan provincial governments, State Development Bank of China, Sinosure and so on, and achieved pragmatic cooperation results. Moreover, Yutong has begun to conduct project negotiation in some markets and achieved phased results.

2. What kind of benefits can the One-Belt One-Road Strategy bring to the customers?

Firstly, according to China's macro-environment, the One-Belt One-Road Strategy advocates the connection of facilities, which can effectively enhance the transportation capacity among major cities and improve the urban transport image. Meanwhile, the travel safety and convenience of residents can be better ensured and the local people's livelihood can also be improved, thus forming a more sophisticated transport operating system.

Secondly, through the transport facilities' improvement, KD cooperation, as well as warehousing & logistics cooperation, the R&D, production, marketing and service systems of bus sector and its upstream & downstream industries can be formed, thus pragmatically improving the level of local industrialization and the employment of local areas.

In addition, the financial smoothness is of great significance for the One-Belt One-Road Strategy. The construction of the One-Belt One-Road needs a huge amount of financing support while the trade and economic cooperation will also form a large number of currency circulation. Therefore, China will roll out relevant supporting policies in terms of financing loans, loan period, interest rates and so on.

Last but not least, Yutong is willing to work with partners from all sides to achieve common development and innovation under the motivation of the One-Belt One-Road Strategy.



• MOHAMMAD ATIF

- GM
- Automotive Division, Saleh & Abdulaziz Abahsain Co., Ltd., Saudi Arabia

1. When did you start to use Yutong buses? Could you please tell us how you got to know Yutong company?

In 2003 Abahsain team visited the booth of Yutong bus in Shanghai auto show and obtained the Sole Authorized Distributorship of YUTONG buses for Saudi Arabia.

SALEH & ABDULAZIZ ABAHSAIN CO., LTD., Auto Division wanted to expand its range in the commercial vehicles, therefore, we went to China and visited plants of all the leading brand manufacturers of buses and light, medium & heavy commercial vehicles.

There we found YUTONG is the well organized and very professional manufacturer of complete range of buses. Therefore, we acquired the Authorized Sole Distributorship of YUTONG for the Kingdom of Saudi Arabia.

2. For the bus industry, the reliable products are the basis while the trusted service is the guarantee. How do you evaluate the products and after-sales service of Yutong?

SALEH & ABDULAZIZ ABAHSAIN CO., LTD., has been working with YUTONG Bus Company for over 10 Years, gathered sufficient experience of buses sales and after-sales support services and especially achieved experience of dealing with fleet operator's management. For the last eleven years thousands of units are being used by Hajj and Umrah companies in Jeddah, Makkah and Madina area without any major problem.

After long successful operations, YUTONG has become number one trusted brand in Saudi Arabia.

In addition to the fleet operators/owners, ABAHSAIN also acquired experience of cooperating with small operators and Chinese Companies; to whom we sold 100's units of YUTONG buses, to small bus operators and well reputed Chinese companies who are involved with a major projects in Saudi Arabia like SINOPEC, CHINA HARBOR, CHINA RAILWAY, SEPCO since the year 2006 and have never faced any problem for sales, service and spare parts supply thus has great reputation in dealing with Chinese companies in the Kingdom of Saudi Arabia.

3. During the cooperation process with Yutong, which things impressed you most?

YUTONG's is working very closely with Abahsain in promoting the sales of YUTONG buses. The quality of the YUTONG buses are remarkable which meets the harsh climatical conditions of Saudi Arabia, where temperature reaches above 55 degrees Celsius during peak summer, and YUTONG buses are kept running round the clock during the Hajj and Umrah season. YUTONG's proficient and timely after-sales support services impressed me the most.

Followed by competitive warranty period, flexible warranty policy fully guarantees the buses operating, reduces the faults, thus helping customers save the operating cost, building YUTONG brand and ABAHSAIN's image.

4. In your opinion, what are the advantages of Yutong? How is the quality of Yutong buses? Which aspects of Yutong buses still need to be improved for the Saudi Arabian market?

Advantages of YUTONG are as follows:

- YUTONG buses are quite reliable and meet the tropical climatical conditions of Saudi Arabia, especially during the Hajj and Umrah operation period.
- Timely shipments of buses.
- Promptly response on any technical issues crops up during YUTONG buses in use.
- Very professional after-sales warranty backups.

Improvement to be made:

- YUTONG has now gained its reputation as a reputable brand in this market. As all of us know that the technology is developing very fast day by day, we expect that YUTONG will keep pace with the same to maintain its brand image.
 - Availability of spare parts supply chain is very important. YUTONG should run Jebel Ali (Dubai) based warehouse in very professional manner. So far the spare parts stocks are not up to the mark. We strongly suggest that Yutong should build up stocks of spare parts to meet the requirements of YUOTNG Distributors of the Gulf Region.
 - Backed up with proficient extended warranty to build confidence in the customers mind.

5. As far as I know, you like taking a walk with your family members in your spare time. How do you keep a balance between your work and life?

Family obligations are equally important; therefore, have to keep pace with the family requirements. Normally I would like to bring my family members to some places for tourism when I am on vocation.

Saleh & Abdulaziz Abahsain Co. Ltd.,

Saleh & Abdulaziz Abahsain Co. Ltd., the leading Saudi Group based all over the Middle East and North America. We are serving since 1947 and we are among the top 40 companies in the Saudi Arabia.

ABAHSAIN has diversified business in manufacturing, joint ventures and trading activities in the field of Automobiles, Chemicals and Food stuffs, Lubricants, Heavy Equipment Machinery, Welding Equipments, Cable Tray & Metal Forming, Galvanizing, Furniture, Civil Construction and Electromechanical Contracting.

We continuously endeavor to develop strong sources for supply with which we can serve our valued customers.



Ahmed Farhan El-Gamdl

- Chairman of the board
- Rabitat Makkah Transportation Co., Saudi Arabia

1. When did you start to use Yutong buses? Why did you choose to use Yutong buses?

متي بدأت تستخدم حافلة Yutong؟ لماذا اخترت استخدام حافلة؟

I started to use Yutong buses from 2011 because of the products are of high-quality.

بدأ استخدام يوتنق 2011 لأنها نوعية ممتازة.

2. For the bus industry, the reliable products are the basis while the trusted service is the guarantee. How do you evaluate the products and after-sales service of Yutong?

تعتبر المنتجات والخدمات الموثوقة بها أساسا وضمانا الي صناعة الحافلة، فما رأيكم في تقييم المنتجات والخدمات لشركة Yutong؟

The quality of Yutong's products is guaranteed and we are also satisfied with its service.

تعتبر منتجات يوتنق ضمانا في نفسها، كما ان منتجات ما بعد البيع مرضيه جدا.

3. During the cooperation process with Yutong, which things impressed you most?

ما هي الأشياء التي تركت انطبعا شديدا لكم أثناء عملية التعاون مع Yutong؟

The most important thing is to respect, understand and listen to customers' comments, meanwhile is the quick response when urgent problems appeared.

أهم الأشياء الاحترام والتقدير والاستماع لاراء العملاء اضافة الي سرعة التجاوب في حالات الطوارئ.

4. The symposium of Exchange on bus Operational Management Experience was held in Jeddah, Saudi Arabia in 2014. You mentioned at the symposium that "Yotong is our long-term partner". How do see the relationship with Yutong?

قد زكرت في "ندوة تبادل تجربة الادارة التشغيلية بين الصين والسعودية" التي عقدت في جدة عام 2014 أن شركة Yutong شريك على المدى الطويل. فكيف تري علاقة التعاون مع Yutong؟

We have a very close relationship, and we will expand the cooperation between us in the future.

اعتبر علاقتنا مع يوتنق علاقه وثيقه ونسعي في المستقبل القريب لتوثيقه اكثر مع التمدد في ذلك.

5. As far as I know, you like traveling. What has the traveling brought to you?

قيل انكم تحب السفر، فيما ها أهم شيء حصلت عليه في السفر؟

The most important things that acquire from the travel

- Patience
- Enrich one's knowledge
- Accumulate experience
- Benefit

حصلت من السفر علي اشياء هامه

الصبر

زيادة المعرفة

اكتساب الخبرات

الفوائد الربحية



Rabitat Makkah Transportation Co.

Rabitat Makkah Transportation Co. is one of the fastest growing transportation service operators in the Kingdom of Saudi Arabia, it's also a member of NAQABA, and its business covers international transportation service, tourists transportation service, students transportation service and Umrah & Hajj transportation service.

Today Rabitat Makkah Transportation Co. brings comfortable, safe and convenient travel service for passengers by its rich transportation experience and excellent company management.



• **Richard P. Woods**

- CEO
- City Group Co. KSCP, Kuwait



1. When did you start to use Yutong buses? Why did you choose to use Yutong buses?

The first bus has been on the road since September 2009. We chose Yutong because we had to make an impact in the market with a quality vehicle and it had to be on the right side of expenses as we were investing in over 200 vehicles. We also needed to be able to control our costs going forward, so we needed a product that allowed us to have Agency.

2. For the bus industry, the reliable products are the basis while the trusted service is the guarantee. How do you evaluate the products and after-sales service of Yutong?

On both sides, as the Operator we have always had a good relationship and also as a Dealer, it has been a plus.

Initially we did experience teething problems with the buses, however now the buses have become very reliable; as reliable as any other bus.

The aftersales and the Partnership that we have built with Yutong has been very strong, although the salesman Mr. Lee and his counterpart Mr. David, could not do enough, we now have a team that serves us very well.

3. During the cooperation process with Yutong, which things impressed you most?

The sales team as well as the Head Office, from the top to the bottom, have always been available, providing support, to solve any issues that we have had.

4. In your opinion, what are the advantages of Yutong? Which aspects of Yutong buses still need to be improved for the Kuwait market?

The purpose of Yutong was to hit the road and gain market-share which was achieved.

We need the product to be more environment friendly and more fuel efficient.

5. As far as I know you are from UK and have worked and lived in Kuwait for a long time. What attracted you to stay here?

Yes, I am from the UK. I have worked for the major bus operators in the UK, where I have learnt my trade.

The reason that I was attracted to Kuwait was the challenges of Citybus and the freedom to allow the Team to make it the best bus company in the Middle East, using the systems and the examples followed back home in the UK.

I would like to add that I am very fortunate to have a Team for the last 8 years, that are very close to my heart.



شركة سيتي جروب
City Group Co.

City Group Co. KSCP

City Group Co. KSCP (CGC) is the leading transport operator and warehousing service provider in Kuwait. With revenues of more than 17 million per annum and circa 1500 employees, we transport more than 48 million passengers every year.

Through its Citybus Division (Kuwait),CGC is committed to deploying global best practices towards providing: (i) a reliable, safe and pleasant service to all its passengers, (ii) a rewarding working environment to its staff, in addition to (iii) effective, efficient and environmentally-friendly public transport solutions to its governmental and private sector clients. In 2011, CGC's Citybus Division (Kuwait) provided 40+ million passenger journeys.



• Jacky Cui

- Director of Middle East Division
- Zhengzhou Yutong Bus Co., Ltd.

1. Compared with other overseas markets, what do you think are the characteristics of the Middle East market?

Generally speaking, the Middle East countries take the petroleum industry as their economic pillar and most of the products are imported. Backed up by the petroleum, their economic status remains relatively stable, but there is political instability in some countries, which might impact the market demand. It is likely to have "explosive" demand in the future after the situation calms down.

The market in the Middle East area is large and has relatively lower technical and environmental barriers compared to developed countries. The free trade policies are implemented in most countries of the Middle East area and there is no foreign exchange controls, therefore the needs and orders are quite large. Since the product quality in the market varies greatly from one to another, we still face fierce competition from Chinese counterparts.

The Middle East countries have strong religious beliefs and most of them are Muslims. Under the influence of religion, Arabs have strong family values, and are relatively stubborn and conservative

with slow pace of life. From their point of view, the reputation is very important. It takes them quite a long time to make the final decision during a business negotiation. So it requires us to better understand the people, the culture and cross-cultural communication which is also Yutong's requirement on internationalization. Adhering to the "customer-orientation" philosophy, we endeavor to blend into the local culture and set up good relationship with our customers so as to win their recognition and trust, promote Yutong brand and realize Yutong's strategy.

2. In your opinion, what kind of difficulties and challenges will the Chinese bus makers face in the Middle East market?

The Middle East area is a market with large demand and huge potential, where difficulties and challenges coexist. Since the threshold is relatively low, the competition is fierce among Chinese bus brands. Although Chinese products have entered the local market for a long time, their performances are not so good in terms of product quality, after-sales service, spare parts supply and so on. Customers have such an impression that all Chinese brands are alike. As a leading bus company in China, Yutong has responsibility and obligation to rectify their impression on Chinese buses. Always taking the products and services as part of its core competitiveness, Yutong is deepening its understanding and research of the market and trying to win the customers and market through quality products as well as excellent services and spare parts guarantee. Of course, the process is not so easy, but we will proceed without hesitation.

3. How has Yutong modified its products to adapt to the damp and hot climate and local road conditions in the Middle East area?

Regarding to the damp and hot climate in the Middle East area, Yutong adapted the cooling systems, interiors components, batteries, belts, electrical system, wiring harness and so on of its products. In 2012, Yutong set up the experiment center backed up by Yutong post-doctoral workstation with an investment of 300 million yuan. In addition, the electrocoating lines of whole vehicles have brought the anti-corrosion and anti-rust performance of Yutong buses to a new level. The air conditioning system is also improved to meet the needs of customers on high-efficient cooling effect.

Most of the countries in the Middle East area (excl. Jordan, Syria) enjoy low fuel prices and have high requirement on power performance and gradeability of vehicles. Responding to this request, Yutong adapted its vehicles and ensured the power performance of vehicles while taking the fuel economy into account, which was well received by the customers.

4. Yutong always attaches great importance to the services. Please tell us about how Yutong supports the service and spare parts supply in the Middle East area.

We have set higher requirements in expanding the overseas market. In order to ensure the operating rate and availability of vehicles as well as increase the satisfaction of customers, our overall service strategy is "Enhance the core strength with services and apply trusted services in the overseas market". Up to now, Yutong's service network has covered all Middle East countries, to which Yutong buses were delivered and the resident Yutong service people are available to provide support. Regarding to the spare parts supply, Yutong firstly set up a spare parts warehouse in Dubai to cover the spare part needs in the Middle East area. At present, there are six spare parts engineers resided in Dubai and the inventory of the warehouse reaches over 3 million US dollars, thus ensuring the timely supply of spare parts.

5. You have been working in the Middle East area for many years, and became the director of the Middle East Division from an account manger. What is your deepest feeling during the process?

Yutong's overseas business was in a rapid development phase when I came to the company and I deeply felt the sacred and glorious mission in exploring the overseas market. No matter which title I have, I need to do well in operating and managing the market and always keep a deep understanding of the market under the guideline of "customer-orientation" so as to meet the needs of the market and customers with our quality and competitive products and services. Meanwhile, building a high-qualified, professional and international team is also a must in exploring the overseas market, which requires us to strengthen the team building in our daily work. I am convinced, backed up by the good platform and excellent team, we will achieve a virtuous cycle in implementing the corporate culture and business in the local area.





The UK based coach magazine COACN & BUS WEEK published an article *Airlynx: Flying high* on its April 15 issue. Yutong company and its bus products were mentioned in the article. The following words are the excerpt from the article.



Airlynx's head and tail: EVM minibuses and Yutong coaches. JAMES GIP

Traveling in a picture-perfect area on the edge of Southampton, adjacent to the M27 motorway, Airlynx Express, part of a wider holding company Airlynx Holdings Ltd, is a specialist, inter-urban and express services company which is performing particularly well in the home and VIP transport market. It is the only coach operator in the company's market in the south of England. The vehicles are all new, with personalised sporting memorabilia being a key part of the appeal, which has led to participation and sponsorship from a number of clubs. Steve first became involved in the motor industry through contact with Gary Angus, who at the time was the owner of Airlynx. He subcontracted some of the minibus work to Steve and another partner, Mark Paine. "Initially it was the coming together of the companies," Steve explained. "It was an executive car company, Airlynx, predominantly a minibus and coach company, and Transportworld, which was built around limousines and executive VIP air travel. This was back in 2014. "Quite quickly we decided that we would form a new company called Airlynx Express Ltd. We launched that on April 1, 2015."

Airlynx Express is a rapidly expanding and varied operation with a number of impressive, high-specification minibuses and Brookwell at t

MINIBUS OPERATOR PROFILE > AIRLYNX EXPRESS

Yutong - Unmatched value
The coach fleet of Airlynx was also recently updated, with some of the UK's first Yutong coaches. "I was invited by Phil Hodgson of Yutong and Richard Crump, Managing Director of Pelican Engineering, to visit the Yutong factory in China," Steve explained. "I witnessed the production and manufacture of the 9m and 12m coaches Yutong has launched in the UK. "I was absolutely blown away by the quality and the magnificent setting of a factory which in their eyes they were in the process of closing down. Production had increased to such a level that they had to move to a new facility. "We viewed the new facility which was turning out 350 vehicles a day, with a workforce of about 50,000. "As a result of that visit, we took delivery in late September of a 51-seater 12m coach, which came with all the executive refinements - toilet, leather seating, WiFi, air-conditioning, Sky TV, USB charging ports... it was state of the art as far as executive coaches are concerned. "Shortly afterwards we took delivery of a 31-seater executive 9m Yutong. This was also high-spec throughout, and was exhibited at Euro Bus Expo 2014 where it got rave reviews. "I also think both the 9m and 12m are pitched at the right price within the industry."



New Brookwell and EVM minibuses and Yutong coaches. JAMES GIP

Bus market potential
The area which Airlynx has yet to get involved in is the bus market, though this could be set to change. "We have been asked to consider 16 bus routes," Steve explained. "We are currently exploring an opportunity for Yutong to introduce its bus into the UK market for the first time, should that tender be successful. If it is, they will be launched in September this year. "That could be a major step change for the company, as we have not been in the bus industry before. The job starts from one of our existing clients but we are considering taking up the joint venture with them in procuring the correct and supplying vehicles."

Key to success
Steve said the key driver of Airlynx's growth has been a mixture of expansion of the coach and minibus markets and finding something which was missing. "I was very impressed with EVM's factory operation over in Ireland. It was not a huge factory but it was very productive and very professionally put together."

Both perform well on air pollution levels, fuel consumption and productivity output of the vehicles. The times between services and maintenance is also excellent. "I was impressed with EVM's factory operation over in Ireland. It was not a huge factory but it was very productive and very professionally put together."

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Since the delivery of the coaches, Steve has been impressed with Yutong's aftersales service.

"You can only speak as you find. Like everybody, we've had the odd broken windscreen, but it has been replaced

within 24-48 hours. We had a couple incidents with a third party damaging the coaches within the first six or eight weeks of taking delivery. The replacement parts were with us within 48 hours and Yutong's local maintenance garage, Sparks, had repaired and fitted the parts within a week.

"Their ability to keep the vehicles on the road, no matter how big or small the part, has been exceptional up to now. Their service has been impeccable."

Since acquiring the first two coaches, Airlynx has taken delivery of a second 12m 53-seater and a 9m 35-seater just prior to Christmas. The company has ordered 10 Yutongs in total so far, and Steve is returning to the factory later this spring to look at the development of the 12m Yutong to see if it has potential in the VIP market to transport Premiership football teams.

The company has also taken delivery of a second 32-seater Neoplan Starliner, which is predominantly used by Hampshire Cricket Club in the summer and Portsmouth Football Club in the winter.

The company now has a mixture of vehicles ranging from 53-seater coaches down to four passenger seat chauffeur-driven high-spec Mercedes-Benz vehicles. It operates 30 vehicles overall.

Steve said a key factor for taking on both Yutong coaches and EVM minibuses was their record with various green issues.

"Both perform well on air pollution levels, fuel consumption and productivity output of the vehicles. The times between services and maintenance is also excellent."



INTRODUCTION OF YUTONG NEW ENERGY BUS PLANT



PART 1 PAINTING WORKSHOP



- Yutong set up an advanced and automated electrocoating line of whole vehicles with a large investment and its annual capacity reaches 50,000 units.



- In the painting workshop, there are 16 procedures including degreasing, rinsing, phosphatization, electrocoating, etc.



- The pre-treatment chemicals are the imported environment-friendly and energy-saving products, which are automatically refilled by an automatic feeding system.



- Yutong adopted the German Dürr 7-axis spraying robots, which can spray different bus models in the space of 16.5m. The paint utilization rate is increased to above 60% from 30%~40% of manual spraying, and the quality of paint film is more reliable.

PART 2

**STAMPING WORKSHOP
AND WELDING WORKSHOP**



- Stamping workshop: most of the steel plates come from Baosteel Group. For key components, their materials are all special steels jointly developed by Baosteel and Yutong, and the hardness is over two times of average steels, thus featuring higher reliability.



- Welding workshop: Yutong adopts the grinding-free welding technique which has better welding effect and higher strength. By using centralized gas supply and mixed gas welding techniques, Yutong has greatly improved the welding quality.

CHASSIS WORKSHOP

PART 3



There are several parallel assembly lines in the workshop and the working procedure is marked on the work stations of each line.



In order to improve the production efficiency, there is plate chain on the assembly line which can control the production takt time.



Different from the conventional logistics way to transport materials with forklifts, Yutong adopts the overhead conveying system that has high efficiency and also takes full use of the space.



The tyres are assembled by the mechanical hand. The tightening machine is imported from Japan which can tighten the tyre nuts synchronously and control the torques as required.



The industry's leading centralized oil feeding and automated filling machines improve the efficiency and reduce the costs.

PART 4 FINAL ASSEMBLY WORKSHOP

ALL-TERRAIN ROAD SIMULATION TEST RIG FOR CHASSIS AND SEATS

PART 5



Given the height of the bus, the workers need assistive devices to mount and fix the side windows.



The mounting of side windows, seats, dashboards, rearview mirrors and so on are conducted in the workshop.



Usually, the work is carried out in parallel, i.e. when some one is adjusting the service door and the other are mounting the passenger seats and the driver seat.



After the rearview mirrors are mounted and the oil is filled, the electrical test will be conducted.





Travel & City reen



Call-up



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Here

your every word has the opportunity to be listened by the world;

Here

your every point of view might trigger a resonance;

Here

different perspective and ideas coexist harmoniously.

Anytime, no matter where you are, as long as you have a point of view and are willing to share it,

we will be "responsible for spreading it".

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Requirements on articles:

1) The articles shall be the original work of the author and never published elsewhere (if an article is sent to many journals or has been published, please specify.)

2) Comments of the hotspots of the bus industry and analysis of the industrial status quo and trend at home and abroad are welcome. Articles with unique perspective which make sense are preferred.

3) Original photography and articles related with the bus industry are welcome. (We reserve the right to amend the articles.)

4) Please leave the author's real name, address, zip code and contact way.

5) Please send you articles to enroute@yutong.com